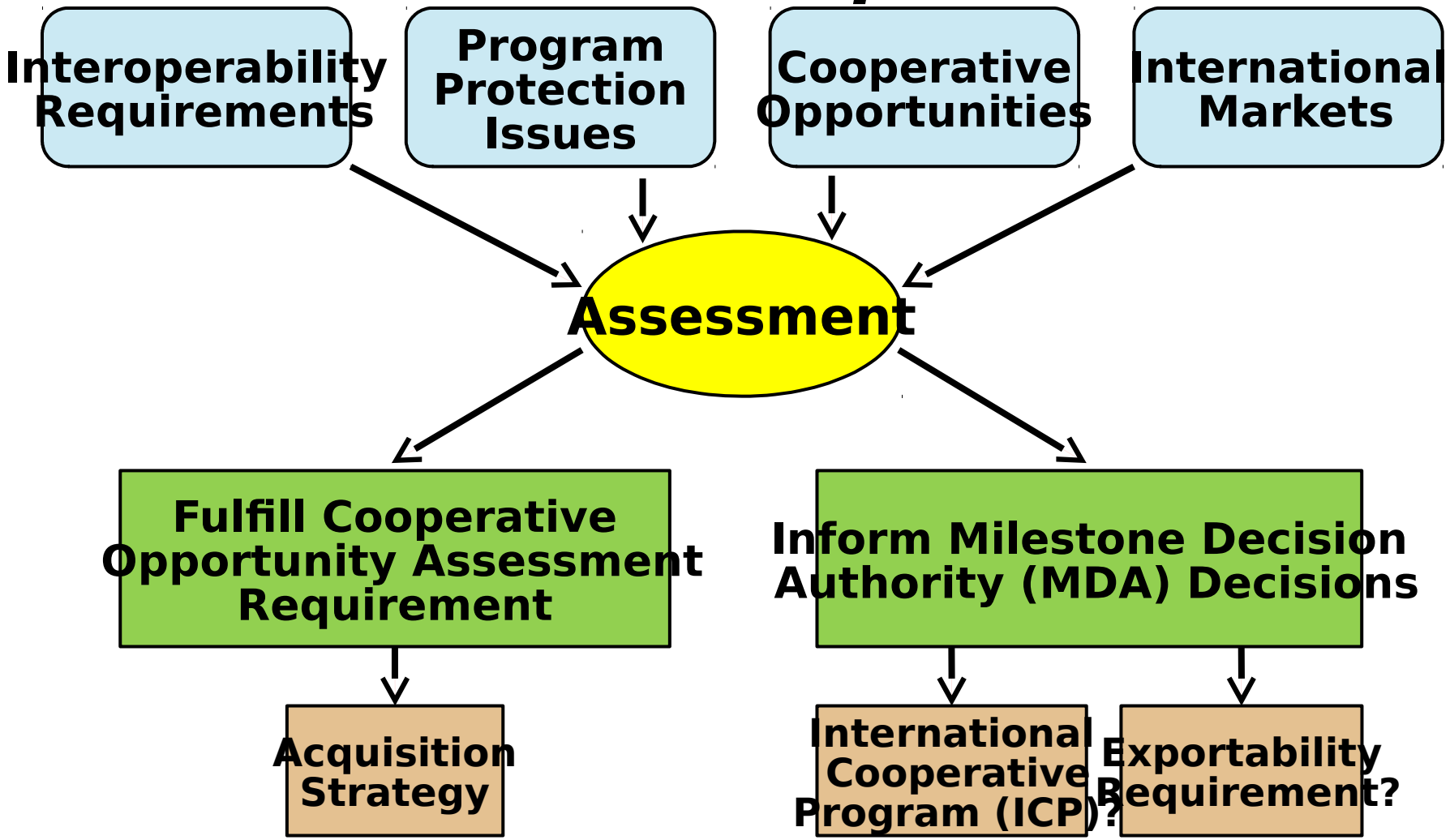
Summary & Wrap-Up

The Environment

IA&E "Best Practice"
New Systems – Early Development



IA&E "Best Practice"
All Systems – Throughout Life-Cycle

International Business Plan

International Market Forecasts

Defense Exportability Features (DEF) Configurations

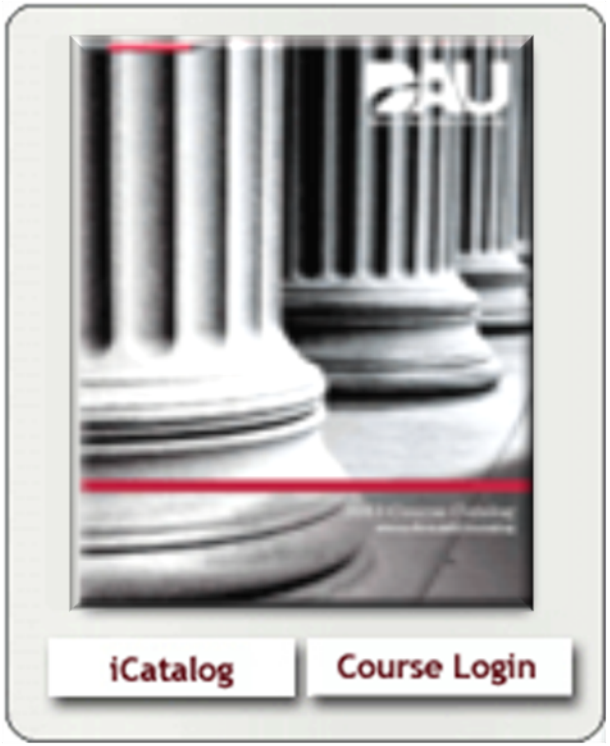
Sales & Transfers	Common vs Different	ICPs
• FMS • DCS & Hybrid • BPC	• Product Upgrade • Logistics & Training • Information Technology • Other *(specify)*	• Prospective Partners • Existing Partners

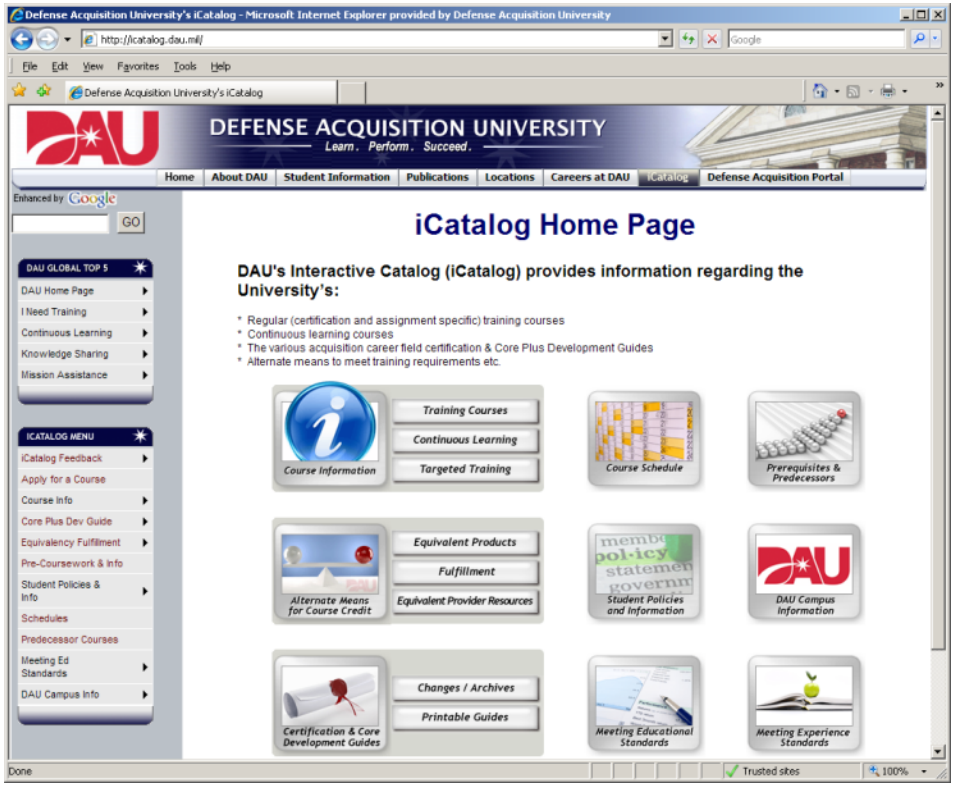
International Program Security

TSFD and Export Control

***Best practice* to develop an International Business Plan to describe a program's overall IA&E approach in *applicable* DAS phase(s)**

DAU's iCatalog

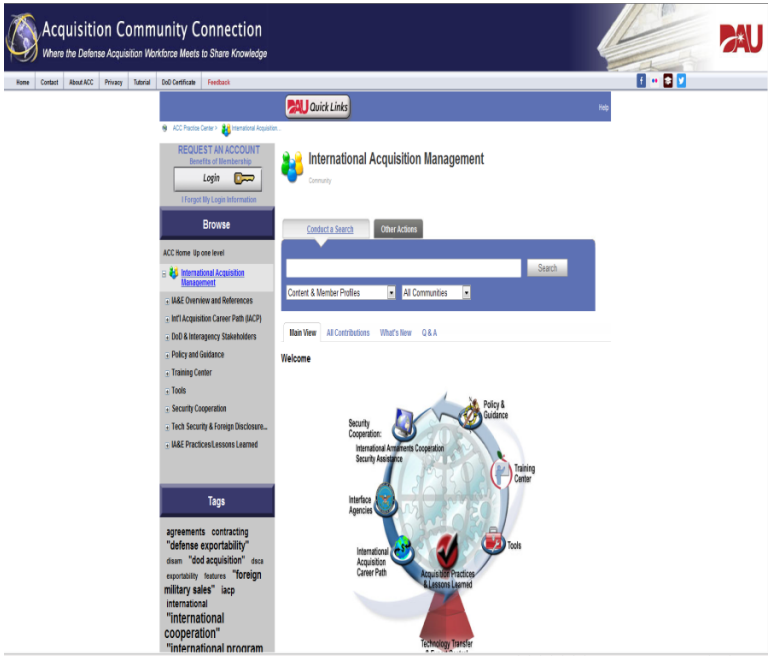




- **Most current resource for information regarding DAU courses and the Certification & Core Plus Development Guides**
- **Accessible from the DAU home page (http://www.dau.mil) or directly at**

Int'l Acquisition Community of Practice (ICOP)

C Int'l Acq Management Site



tps://acc.dau.mil/CommunityBrowser.aspx?id=17638&lang=en-US

I&A&E "One Stop Shop"

- Community News
- Key References
- Website Links
- Courses & Learning Assets
- Presentations
- Reports and Studies
- Of Ac

Public Domain & ICOP Member-Only Controlled Unclassified Info (CUI) Sites

orkshop Materials ⇨

AOC/GTRI Workshop 'Folder' URL:

https://acc.dau.mil/Community Browser.aspx?id=7

Mission Assistance Portfolio

Defense Acquisition Executive Overview Workshop (DAEOW)

- Focused on high-level AT&L interest areas
- "Quick learn" venue
- Tailorable
- One-on-one

Consulting

Leverages Survey tools

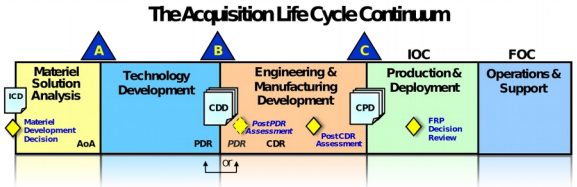
- MDAPs/non-MDAPS
- Identifies problems
- Uses multiple data collection methods
- Intensive analyses
- Actionable

Executive Coaching

Helps Senior achieve

Futures

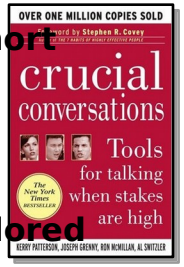
Pre-Milestone/Gate Reviews



- Preparatory
- Serves as a "dry run" opportunity

Team Training

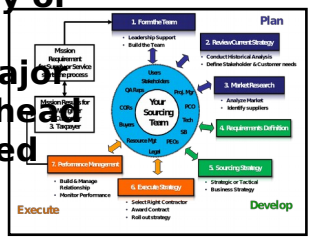
- Wide variety of courses (over 40!)
- Intended for cohort groups
- Ideal for on-site workplace setting
- Some can be tailored
- Outcome-based



MA Suggested Training List.aspx

Various Workshops

- "Hands-on" and collaborative
- Either activity or event-based
- Spotlights major challenges ahead
- Solution-based



Changing the International Acquisition Culture

Conventional

- Separate ICP, FMS, DCS business planning
- Sequential, stove-piped transaction mechanisms
- Reactive TSFD and export control policy

IA&E

- Integrated international business planning
- Multiple, parallel transaction mechanisms
- Early TSFD and export control policy engagement

Be a first follower!

Take Aways

Prediction

International Acquisition and Exportability (IA&E) emphasis within DoD will continue to increase as U.S. and foreign budgets decrease

Advice

IA&E is a complex area – when in doubt, "get professional help" from your DoD Component International Program Organization (IPO), OSD (AT&L/IC, DSCA, and/or DISAM) or DAU

Observation

It's not easy but there <u>are</u> "pots of gold at the end of the rainbow" for programs that put in the <u>hard work</u> to be successful at IA&E